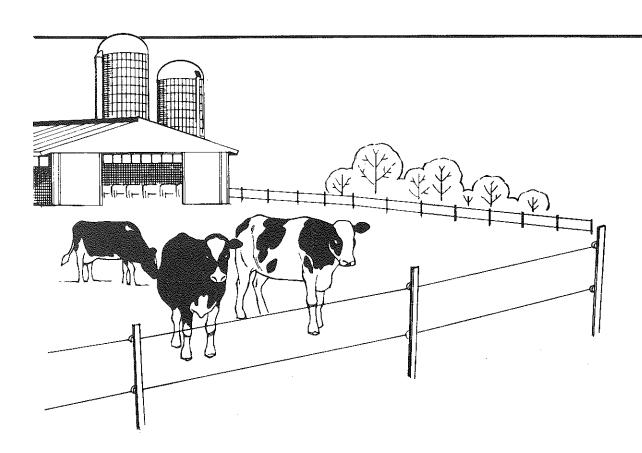
PRO-DAIRY

# MILK PRODUCTION RECORDS FOR MANAGEMENT CONTROL

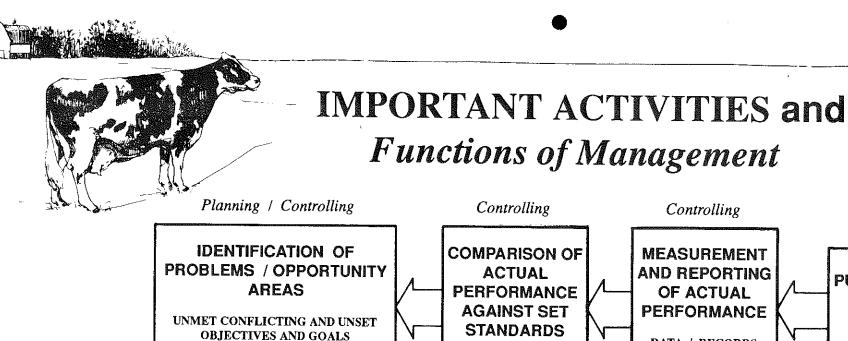


#### Stanley Telega & Guy K. Hutt



New York State College of Agriculture & Life Sciences Cornell Cooperative Extension New York State Department of Agriculture & Markets Participating Dairy Industry Firms & Organizations

A.E. Ext. 89-23 Agronomy Mimeo 89-17 • Animal Science Mimeo 121 (Updated June, 1997)



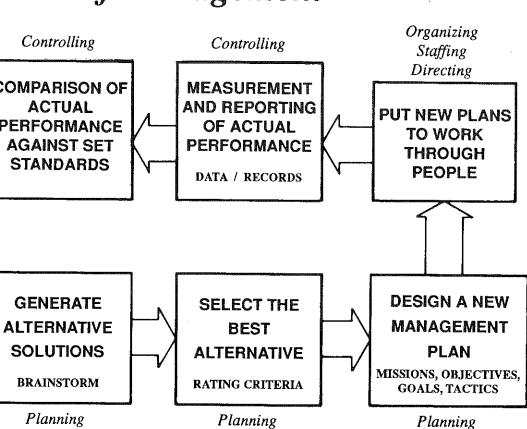
DIAGNOSIS OF TECHNICAL AND MANAGEMENT

**WEAKNESSES** 

PLANNING, ORGANIZING, STAFFING,

DIRECTING, CONTROLLING

Planning



#### DAILY MILK PRODUCTION MONITORING BOOKLET

#### INTRODUCTION

Many different tactics and activities are necessary for the smooth operation of a dairy farm. However, one can say that a major objective of all efforts on the farm is to produce milk profitably. Milk sales account for 85-90% of farm income on typical New York dairy farms. Therefore, controlling daily milk production is one of the management activities essential to insure that the dairy farm business is making progress toward its objectives.

#### WHAT IS THIS BOOKLET?

This booklet contains a management control tool for measuring and reporting milk production. The tables and grids for recording and graphing daily milk production are on the following pages. The last page contains a table and grid for recording and graphing monthly information that can be obtained from your milk check.

#### HOW TO USE THIS BOOKLET

It is very simple to record and plot information in this book. In fact, it should become part of your daily routine. Start by measuring the milk in the tank and recording the total pounds of milk on the sheets entitled "Record of Daily Milk Production." Next determine how much milk was produced over the last 24 hours. Then count the number of cows milked, record this number, and subtract the number of cows whose milk was withheld from the tank (e.g. newly fresh and treated cows). Having an inexpensive calculator handy may help in the next step. Simply divide the amount of milk produced today by the number of cows milked into the tank to calculate today's production per cow. Record the figure and plot production per cow on the grid entitled "Milk Produced Per Cow Per Day." Finally, make any comments on lines below the grid that may have affected production today or possibly might affect production in the near future (e.g. temperature changes, changes in feed, changes in routine, cows fresh or dry, etc.).

#### HOW TO REALLY USE THIS BOOKLET

The previous section describes how to record information in the tables and grids of this booklet. However, the real usefulness of this booklet comes in the analysis of the production data to determine the level of success of your tactical plans. At the beginning of each month, draw a line across the graph that represents the level of production that you designate as a goal. Then monitor production levels as you implement different tactical plans and operational changes. The visual aspect of the graph makes it easy to assess effects on production.

#### MONTHLY PRODUCTION SUMMARY

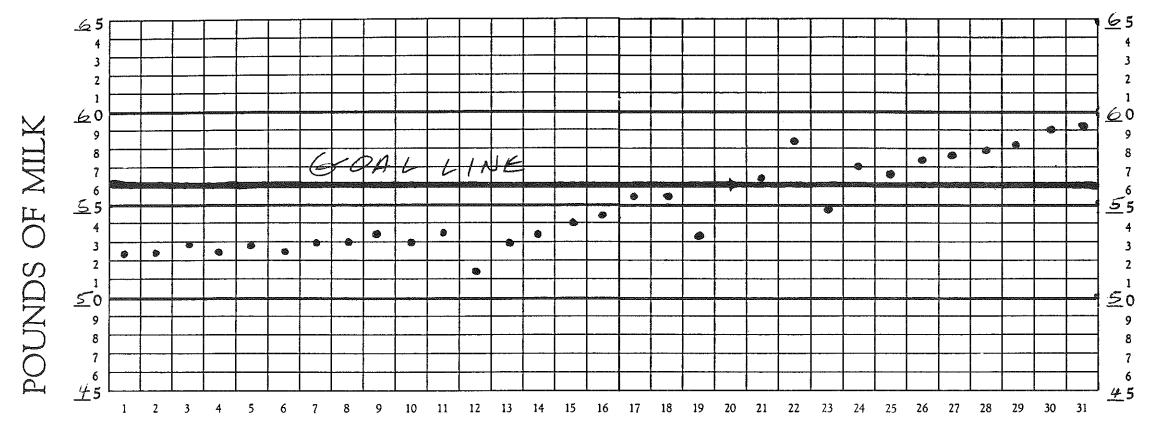
The last page of this booklet contains a table and grid for recording and graphing monthly information about production. Much of the information can be obtained from your milk checks. Each month, calculate average production per day by dividing total milk shipped by the number of days in the month. Then divide the answer by the average number of cows milked in the tank that month. (Figure the average number of cows milked each day by totaling the "cows in tank" column and dividing by the number of days in the month.) Plot the results on the grid.

#### EXAMPLE FARM

Month:	
--------	--

	# OF (	COWS	TANK	PRODU	ICTION		# OF COWS		TANK	PRODI	JCTION
DAY	MILKED	IN TANK	READING	TODAY	PER COW	DAY	MILKED	IN TANK	READING	TODAY	PER COW
1	63	63	3301	3301	52.14	16	69	65	7046	3530	54.3
2	63	63	6608	3307	52.5	17	67	63	3497	3497	55.5
3	63	63	3320	3320	52.7	18	67	64	7049	355 2	55.5
4	65	63	6627	7365	52.5	19	67	64	3418	3418	53.4
5	65	63	3320	SEE	52.7	20	67	ماما	7107	3689	55.9
6	67	63	7500	3307	52.5	21	67	67	3765	3765	56.2
7	67	64	3392	3392	53.0	22	ካ <i>o</i>	67	7671	3906	58.3
8	67	65	6837	3445	53.0	23	70	67	3671	3671	54.8
9	68	67	3578	3578	53.4	24	70	67	2490	3819	57.0
10	68	65	1023	3445	53.0	25	70	67	3806	3806	56.8
11	67	64	3411	3411	53.3	26	70	70	7810	4004	57.2
12	68	64	6707	3296	51.5	27	70	70	4025	4025	57.5
13	68	64	3392	3392	53.0	28	69	69	8020	3995	57.9
14	68	64	6816	3424	53.5	29	69	69	4016	4016	58.2
15	69	65	3516	3516	54.1	30	69	69	8087	4071	59.0
						31	69	69	4078	4078	59-1

# EXAMPLE FARM Milk Produced Per Cow



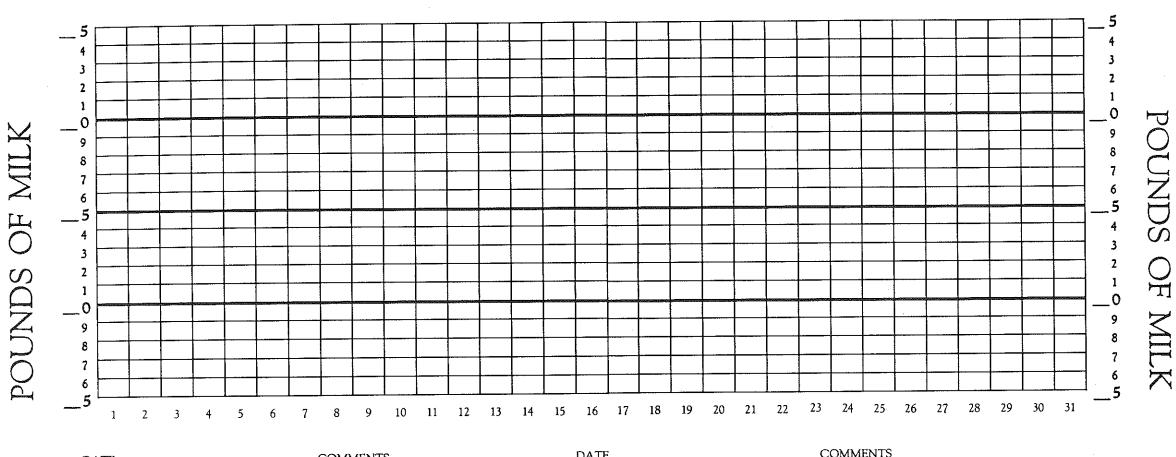
DATE	COMMENTS	DATE	COMMENTS
10.3 N	New load of feed	10.18	un seasonably not cows off feed
10.4 5	2 cows freshen 10/10-2 more	10.32	3 heifers fresh-morning MIK
10.10 8	2 cow Mastitis 5010 # 168		a hrs. late
10.12 5	started new ration	10.28	Dry # 102
10.17	sold 2 cows #2014#191		O



October\_\_\_

	# OF (	COWS	TANK	PRODU	CTION		# OF (	COWS	TANK	PRODU	CTION
DAY	MILKED	IN TANK	READING	TODAY	PER COW	DAY	MILKED	IN TANK	READING	TODAY	PER COW
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						31					





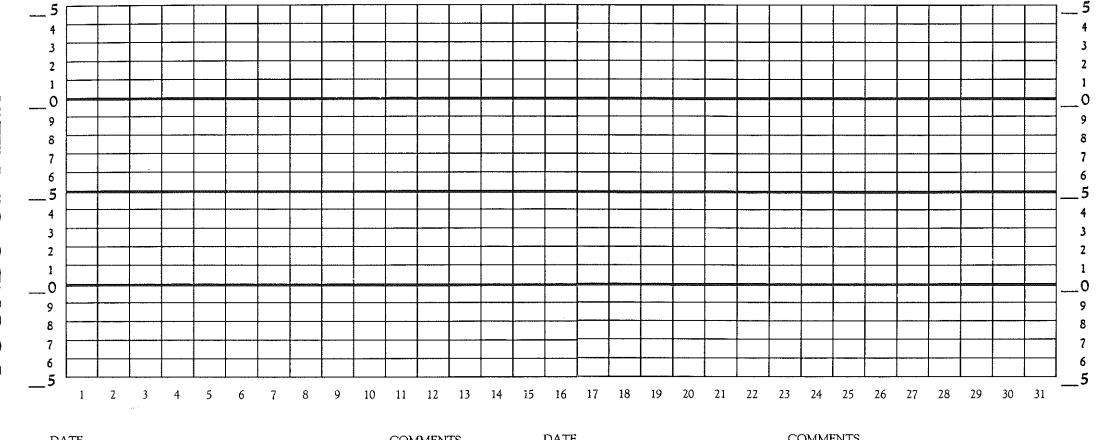
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November\_\_\_

	# OF (	COWS	OWS TANK PRODUCTION # OF COWS		TANK	PRODU	CTION				
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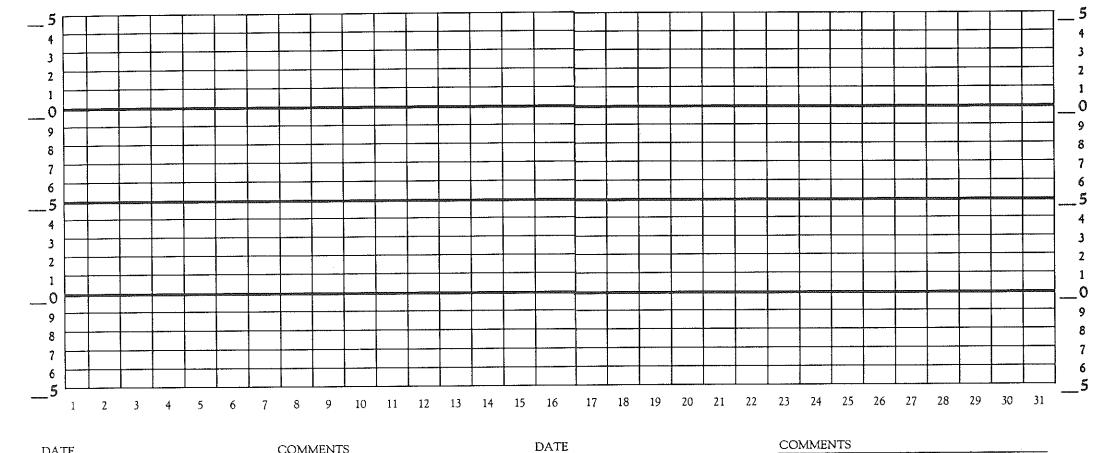
#### December\_\_\_

	# OF (	cows	TANK	PRODU	JCTION		# OF 0	COWS	TANK	PRODU	CTION
DAY	MILKED	IN TANK	READING	TODAY	PER COW	DAY	MILKED	IN TANK	READING	TODAY	PER COW
1						16					
2						17					
3						18					
4						19					
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# POUNDS OF MILK

#### Milk Produced Per Cow Per Day

#### December\_\_\_\_



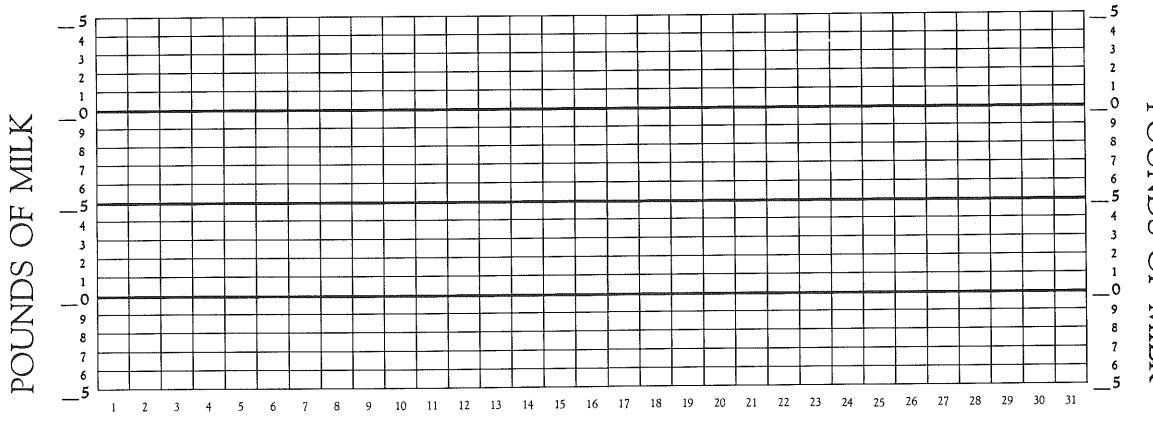
DATE	COMMENTS	<u>D</u>	ATE	COMMENTS	
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January\_\_\_\_

	# OF	COWS	TANK	PRODU	JCTION		# OF	COWS	TANK	PRODU	ICTION
DAY	MILKED	IN TANK	READING	TODAY	PER COW	DAY	MILKED	IN TANK	READING	TODAY	PER COW
1						16					
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4						19					
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12						27					-
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15						30					
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#### January \_\_\_\_\_



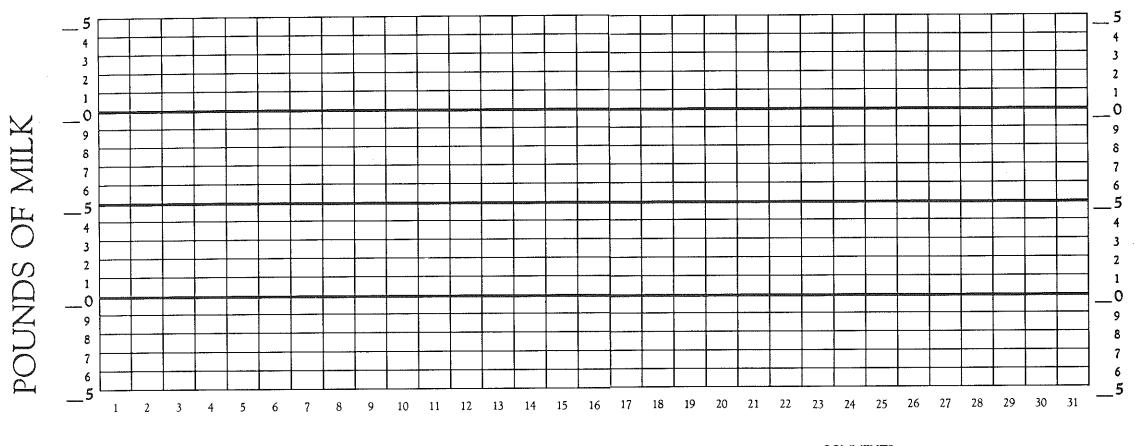
DATE	COMMENTS	DATE	COMMENTS



February\_\_\_

	# OF (	COWS	TANK	PRODU	ICTION	***************************************	# OF (	COWS	TANK	PRODU	CTION
DAY	MILKED	IN TANK	READING	TODAY	PER COW	DAY	MILKED	IN TANK	READING	TODAY	PER COW
1						16					
2						17				ı	
3				·		18					
4						19					
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						31					

February\_\_\_\_



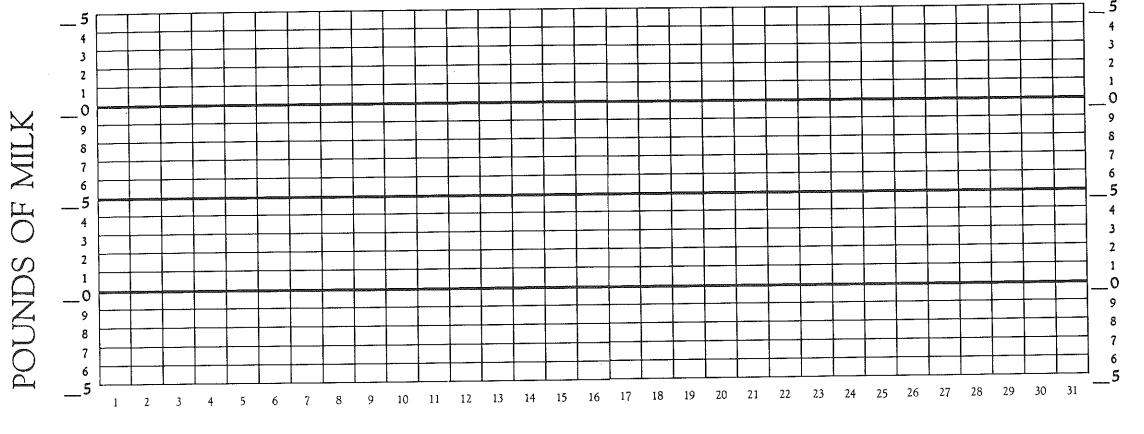
COMMENTS	DATE	COMMENTS
	COMMENTS	COMMENTS



March\_\_\_

	# OF	COWS	TANK	PRODU	JCTION		# OF COWS		TANK	ANK PRODUCTION	
DAY	MILKED	IN TANK	READING	TODAY	PER COW	DAY	MILKED	IN TANK	READING	TODAY	PER COW
1						16					
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14						29					
15						30					
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March\_\_\_



DATE	COMMENTS	DATE	COMMENTS	

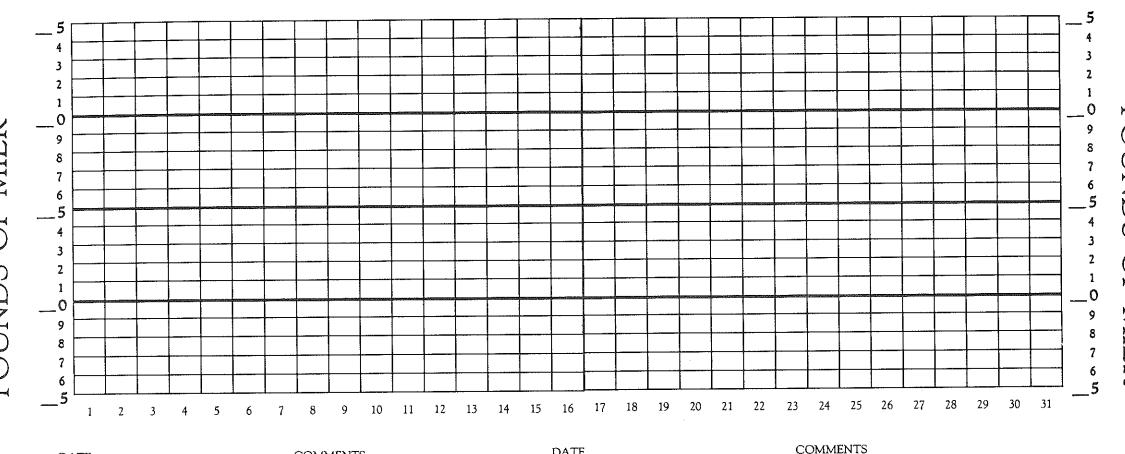
POUNDS OF MILK



April\_\_\_

	# OF	COWS	TANK	PRODU	JCTION		# OF COWS		TANK	PRODU	ICTION
DAY	MILKED	IN TANK	READING	TODAY	PER COW	DAY	MILKED	IN TANK	READING	TODAY	PER COW
1						16					
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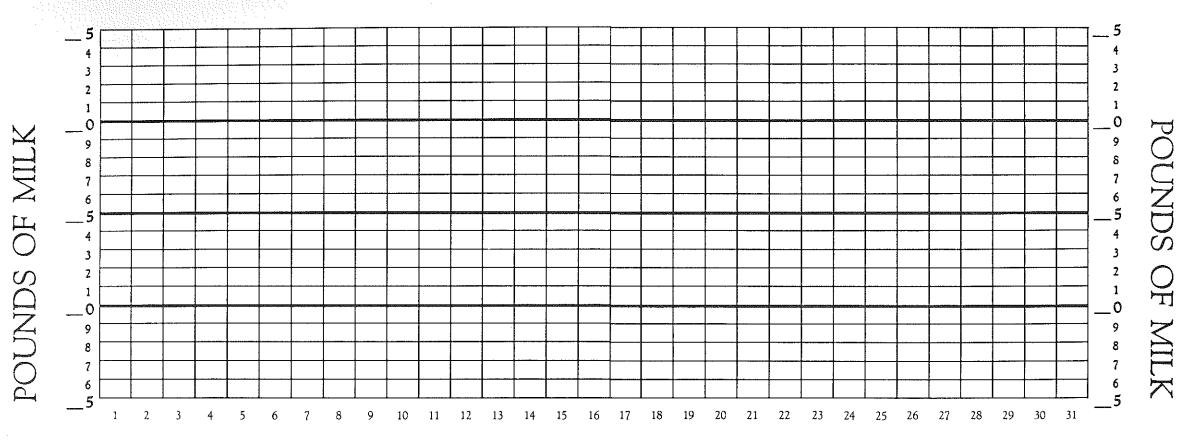
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May\_\_\_

	# OF	COWS	TANK	PRODI	UCTION		# OF	COWS	TANK	PRODU	JCTION
DAY	MILKED	IN TANK	READING	TODAY	PER COW	DAY	MILKED	IN TANK	READING	TODAY	PER COW
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May\_\_\_\_



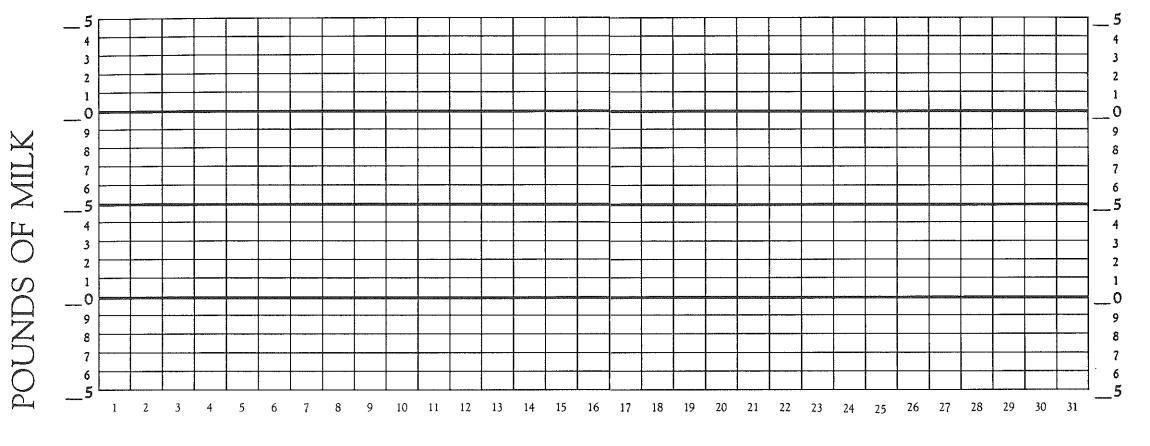
DATE	COMMENTS	DATE	COMMENTS	
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June \_\_\_\_

	# OF C	OWS	TANK	PRODU	JCTION		# OF (	COWS	TANK	PRODU	CTION
DAY	MILKED	IN TANK	READING	TODAY	PER COW	DAY	MILKED	IN TANK	READING	TODAY	PER COW
1					The second secon	16					
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June\_\_\_



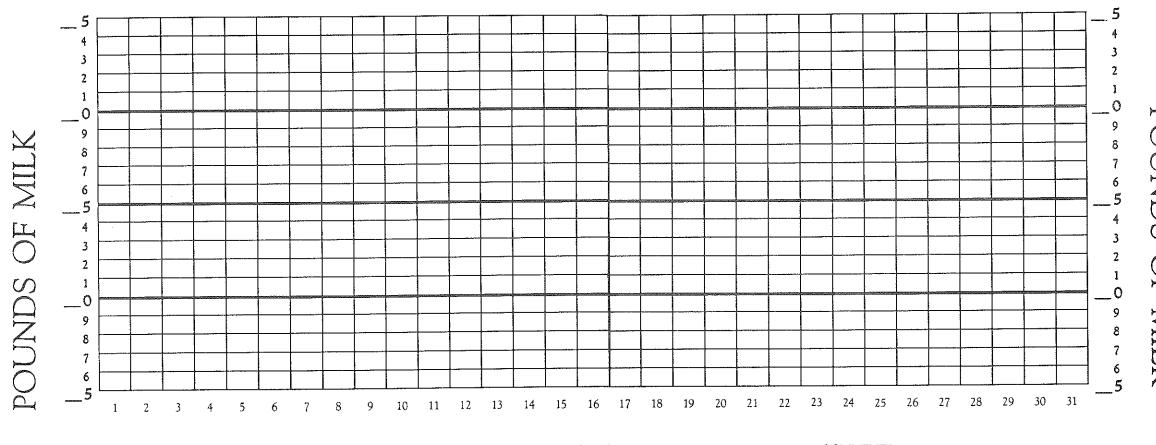
DATE	COMMENTS	DATE	COMMENTS	
- Have a second				



July\_\_\_\_

	# OF	cows	TANK	PRODU	JCTION		# OF (	COWS	TANK	PRODU	ICTION
DAY	MILKED	IN TANK	READING	TODAY	PER COW	DAY	MILKED	IN TANK	READING	TODAY	PER COW
1						16					
2						17					
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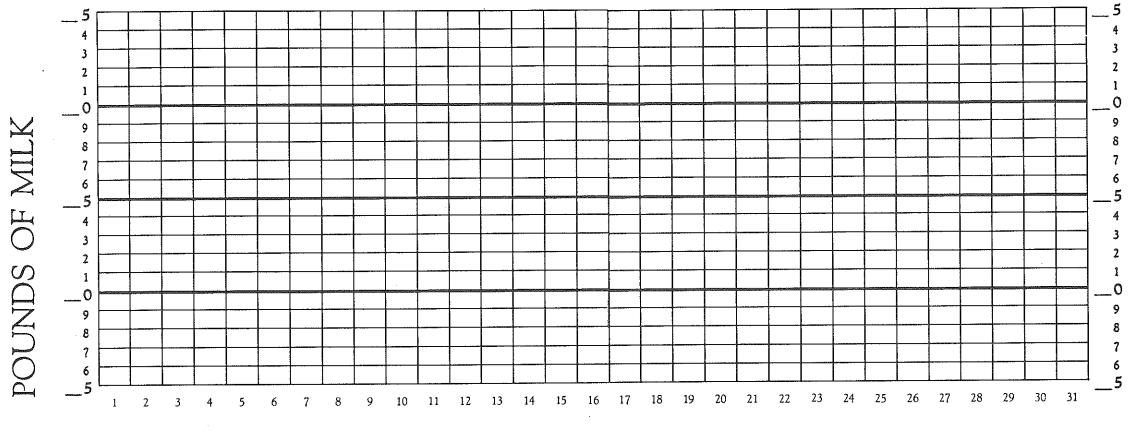
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August\_\_\_

	# OF (	cows	TANK	PRODU	ICTION	A A A A A A A A A A A A A A A A A A A	# OF (	# OF COWS TANK		TANK PRODUCTION	
DAY	MILKED	IN TANK	READING	TODAY	PER COW	DAY	MILKED	IN TANK	READING	TODAY	PER COW
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August \_\_\_\_



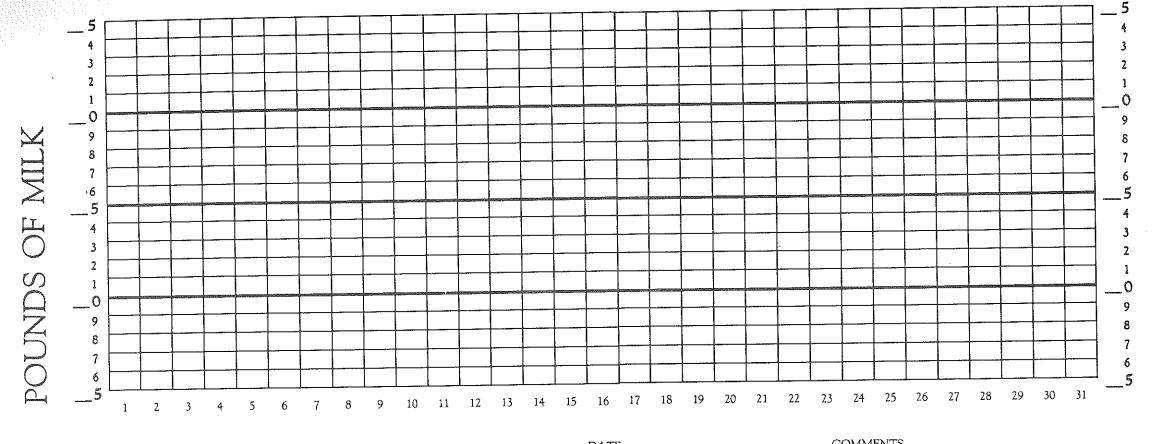
DATE	COMMENTS	DATE	COMMENTS	
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#### September\_\_\_

	# OF	COWS	TANK	PRODU	JCTION		# OF (	cows	TANK	PRODU	ICTION
DAY	MILKED	IN TANK	READING	TODAY	PER COW	DAY	MILKED	IN TANK	READING	TODAY	PER COW
1		and the control of th	destruction and the common military destruction and the common and			16					
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15						30					
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September\_\_\_\_



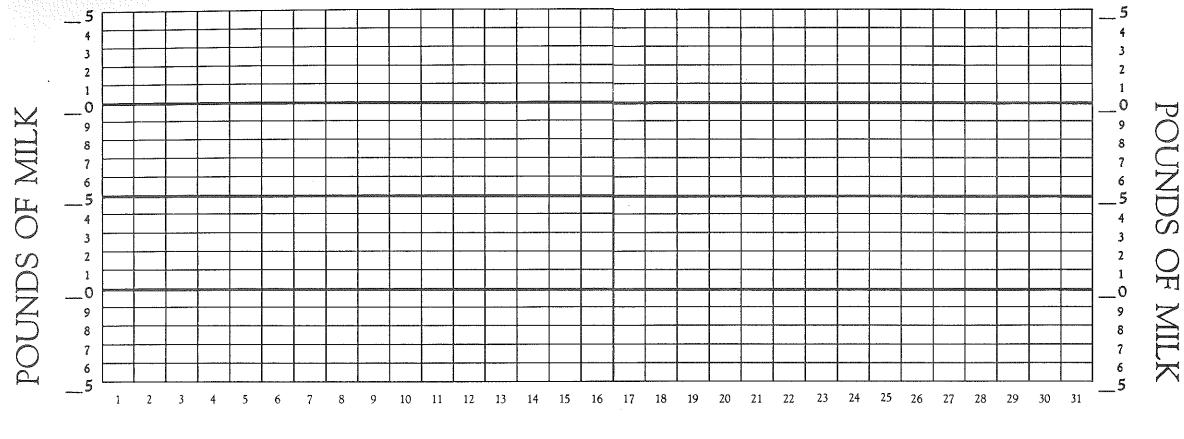
DATE	COMMENTS	DATE	COMMENTS	
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	# OF (	cows	TANK	PRODU	ICTION		# OF (	cows	TANK	PRODU	ICTION
DAY	MILKED	IN TANK	READING	TODAY	PER COW	DAY	MILKED	IN TANK	READING	TODAY	PER COW
1						16					
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October \_\_\_\_



DATE	COMMENTS	DATE	COMMENTS	
		•		

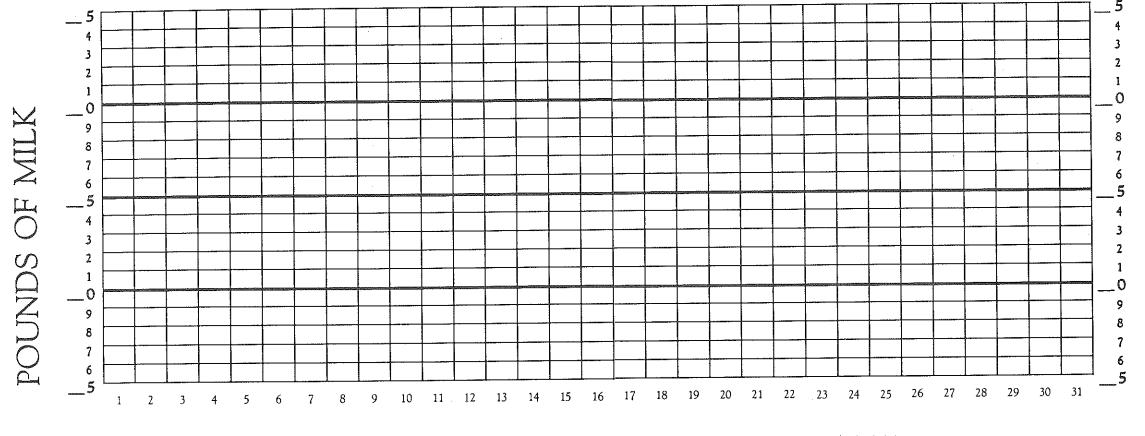


#### November \_\_\_\_

	# OF	COWS	TANK	PRODU	JCTION		# OF (	cows	TANK	PRODU	CTION
DAY	MILKED	IN TANK	READING	TODAY	PER COW	DAY	MILKED	IN TANK	READING	TODAY	PER COW
1	and the second s					16					
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15						30					
						31					

November\_\_\_\_

POUNDS OF MILK



DATE	COMMENTS	DATE	 COMMENTS	
		•		



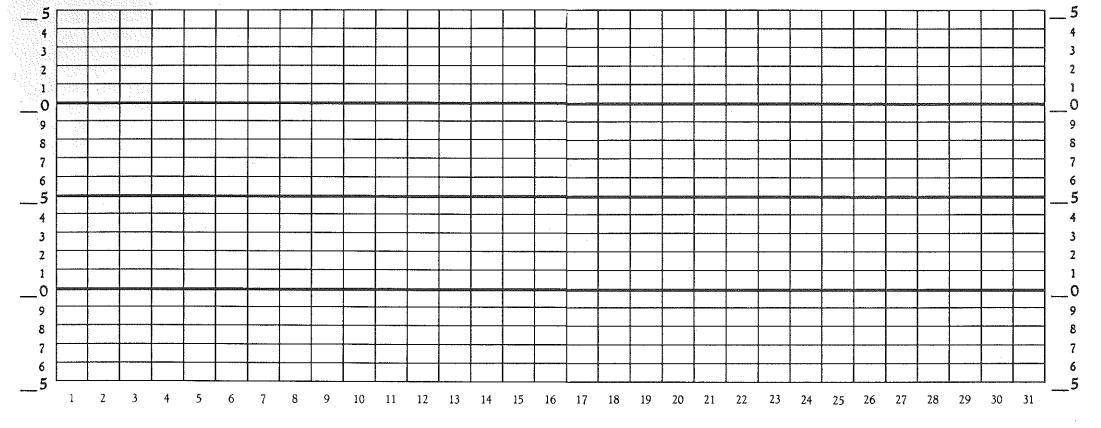
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	# OF (	COWS	TANK	PRODU	JCTION		# OF (	COWS	TANK	PRODU	JCTION
DAY	MILKED	IN TANK	READING	TODAY	PER COW	DAY	MILKED	IN TANK	READING	TODAY	PER COW
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		•				31	· /·····				

# POUNDS OF MILK

#### Milk Produced Per Cow Per Day





DATE	COMMENTS	DATE	COMMENTS	



## MONTHLY PRODUCTION SUMMARY



Milk Check Data

Year:\_

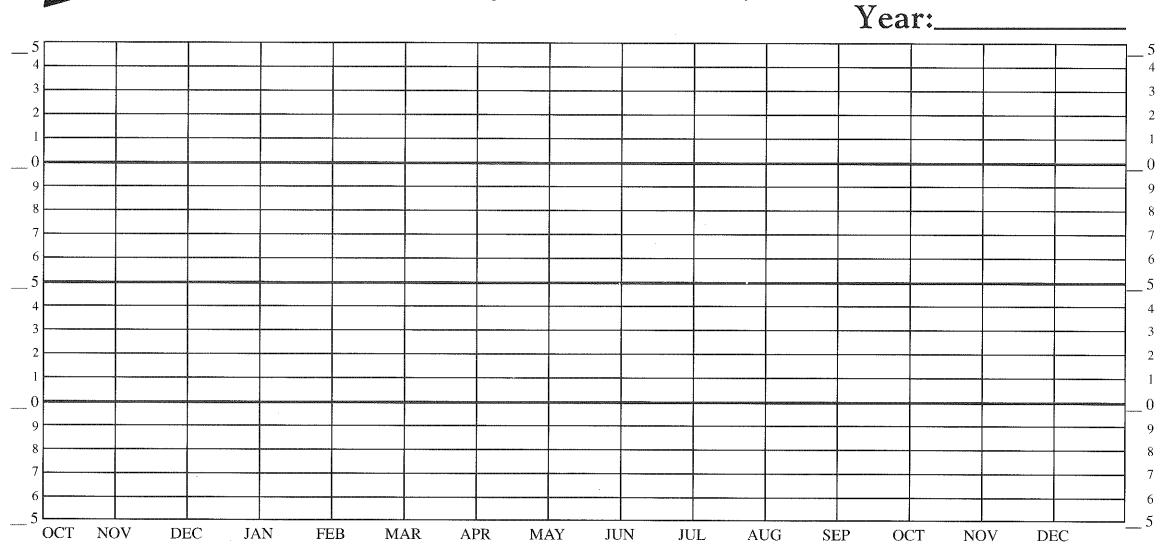
	Total	Average Milk per Cow/Day	%	Butterfat	Milk Price	Premi Volume	iums Quality	Total \$
	Shipped	Cow/Day	Butterfat	Differential				
OCT								
NOV								
DEC					,			
JAN								
FEB								
MAR								
APR								
MAY								
JUN								
JUL								
AUG								
SEP								
OCT								
NOV	-							
DEC								







Average Milk Per Cow Per Day



#### **CONTROL PLAN**



CONTROLLING is measuring and reporting actual performance at prescribed intervals, comparing that performance to set standards, and taking appropriate corrective action when events are not conforming to plans.

CONTROLLING:

PLAN FOR

|--|

INPUT OR OUTPUT TO MONITOR	MONITORING PROCEDURE INCLUDING MEASURING, REPORTING AND INCLUDING WHO	MONITORING TIME INTERVAL	CONTROL STANDARDS	CORRECTIVE ACTIONS TO BRING SYSTEM BACK TO STANDARD
		•		